JANUAR

Cozzens

Currie,

Curry,

Davis,

Diller, Druehl, Drury, Dutche Edward Filley, Fite, H

Flint, F Gardin Gilbret Goetz,

Gorsuc Hader,

Hess, James, & M Johnso Kenyor Kriege Kuehn,

Lachme Lillis,

Lovela Lundy, Lunken

T S. 5-day i

confer stresse more enviro consit

(1 gt

st

st (2 tu

pr (3 tie La tie

Reg is \$20 inform Kenne Adeli

June

July

# ADVANCED MANAGEMENT INDEX

#### January-December 1958

(Reprints are available to those who wish to insert this index in the front of a bound volume of 1958 issues.)

## Titles

| Acquiring The Tools of General          |           |
|---|-----------|
| Management                              | Dause L.  |
| Advertising And The Market Concept      | Robert E  |
| American Business Is Not Efficient      | Cifton B  |
| The Application Of Managerial Con-      | Omon b    |
| trols In Selected Business Firms        | D         |
|   | Raymond   |
| Are You Advancing?                      | Phil Car  |
| Basic Standards—Management's Tool       | R. V. Fli |
| Case Study Of A Work Simplification     |           |
| Team                                    | Robert (  |
| The Challenge Facing Management         | Don G.    |
| The Changing Philosophy of Manage-      |           |
| ment                                    | Erwin H.  |
| Chapter Management—1958-1959            | H. E. Lui |
|   |           |
| Committees, Committees!                 | H. E. Li  |
| Communication Practices Of Super-       |           |
| visors In A Mid-Western Corporation     | D. T. Pie |
| Communications                          | H. E. Lu  |
| Critical Elements Of Executive Leader-  |           |
| ship And Development                    | Dr. Joses |
| Down With Brainstorming!                | Henry Th  |
| The Effect Of Automation On The         | riomy ii  |
| Breakeven Point                         | 1         |
|   | James L   |
| The Ends Of Organization: A Reply       | Waino V   |
| The Engineer As Citizen                 | Morris L  |
| Experience Isn't Enough                 | William   |
| Facilities For A Large Computer In-     |           |
| stallation                              | Robert 8  |
| The Foreman And Productivity            | Clem Zi   |
| The Gilbreths Principles—Ideals Of      | 0.0 2     |
| Our Profession                          | laka I    |
| Completion On Tools of And              | John L.   |
| Group Influence On Technological And    |           |
| Organizational Change                   | John D.   |
| Have You A Depression Psychosis?        | E. R. Ru  |
| Horse Sense                             | N. Richo  |
| The Impact Of Nuclear Development       |           |
| In Industry                             | Dr. Lauc  |
| The Individual's Program For Self-      |           |
| Development                             | Geo. W.   |
| The Integrity Of Frederick Winslow      | Geo. W    |
|   | 011       |
| Taylor                                  | Col. Lyn  |
| Is Military Organization Really Better? | Waino V   |
| Is Your Problem Overproduction-         |           |
| Or Underproduction of Markets           | James 6   |
| A Job Review Plan For A Research        |           |
| And Development Business                | Simon J   |
|   | Willia    |
| Labor Mediation—Tool or Weapon?         | George    |
|   |           |
| Let's Have A Brainstorm                 | Bradford  |

| A Job Review Plan For A Research<br>And Development Business  |
|---|
| Labor Mediation—Tool or Weapon?<br>Let's Have A Brainstorm<br>Line-Staff Revisited<br>Make Your Opportunities |
| Management And Success  |
| Management Applies To All Areas Of<br>Activity  |
| The Management Speciaist And The<br>Law   |
| Managerial Decision-Making  |
| Managerial Job Performance Stand-<br>ards   |
| Memo To Top Executives: Don't De-<br>pend On Dave Beck And Hoffa  |
| Mergers And Acquisitions—The Per-<br>sonnel Department's Responsibility<br>For Analysis And Action            |
|   |

|   | Tit   |
|---|---|
| Dause L. Bibby<br>Robert E. Kenyon, Jr.<br>Cifton Bruce   | Oct.<br>Aug.<br>Feb.                          |
| Raymond J. Ziegler<br>Phil Carroll<br>R. V. Flint   | Aug.<br>July<br>Sept.                         |
| Robert G. Murdick<br>Don G. Mitchell  | Feb.<br>Dec.                                  |
| Erwin H. Schell<br>H. E. Lunken<br>H. E. Lunken   | Dec.<br>May<br>Feb.                           |
| D. T. Piersol<br>H. E. Lunken   | Feb.<br>April                                 |
| Dr. Joseph L. Krieger<br>Henry Theodore Rowe  | June<br>July                                  |
| James L. Lundy<br>Waino W. Suojanen<br>Morris L. Cooke<br>William Oncken, Jr.   | Aug.<br>July<br>Sept.<br>Feb.                 |
| Robert B. Curry<br>Clem Zinck   | Jan.<br>Jan.                                  |
| John L. Schwab  | June  |
| John D. Stanley<br>E. R. Ruark<br>N. Richard Diller   | Feb.<br>Mar.<br>Oct.                          |
| Dr. Lauchlin M. Currie  | Aug.  |
| Geo. W. Bricker, Jr.  | Sept.   |
| Col. Lyndall F. Urwick<br>Waino W. Suojanen   | Mar.<br>Sept.                                 |
| James G. Drury  | April   |
| Simon J. Rasch and<br>William N. Mendell<br>George Bennett<br>Bradford C. Loveland<br>J. Rich Johnson<br>Phil Carroll<br>Robert G. Hess | Feb.<br>Sept.<br>July<br>May<br>Sept.<br>Oct. |
| Dr. Lillian M. Gilbreth   | Oct.  |
| Willard C. Unkenholz<br>Harold F. Smiddy  | Oct.<br>Nov.                                  |
| H. E. Lunken  | Jan.  |
| H. H. Carey   | Aug.  |
| Gavin A. Pitt   | Oct.  |
|   | Δ.,   |

| es  |
|---|
| Motivation—What Makes Sammy Run? My Management Philosophy A New Approach To Training In Leadership Skills A New Look At Management Develop- ment Organization                                       |
| Organization Of The Planning Process Organization Planning For Profit And Growth Overpaid And Incompetent Performance Analysis  |
| Perplexities In Economic Analysis For<br>Equipment Decisions<br>Personality And Job Satisfaction<br>The Pitfalls In Managing A Small<br>Business  |
| Planning And Controlling Routine<br>Clerical Costs<br>Planning—Key To The Future<br>Productivity: Facts And Fiction   |
| R & D And The Future Re-examination Of Performance Appraisal Reports: A Problem In The Control  |
| Function The Responsibilities of Management— Your Challenge The 'Results' Approach To Profitable  |
| Management Role Perception In Management Train- ing And Creativity Role Of A Management Engineering Staff At The Corporate Level S.A.M And Materials Handling Simulation: Versatile Aid To Decision |
| Some Reasons For Belonging To A<br>Management Society<br>A Statistical Training Program For<br>Management   |
| The Supervisor Hasn't Had A Chance<br>Taylor's Message For Today's Man-<br>agers<br>3 or ?<br>Titles  |
| The Total Marketing Concept The Training Man And Tomorrow's Management Use Of Rate Of Return On Investment Wallace Clark's Contributions To International Management                                |
| We Should Extend Incentives What Is Human Relations? What Is S.A.M Against? What Makes People Cooperative When The Brass Loses Its Glitter Where To Find It—What To Do                              |
| About It<br>Work Load Incentives  |

| James C. Lillis<br>Glenn Gardiner   | July<br>Nov.  |
|---|---|
| Homer E. Lunken   | July  |
| Leland P. Bradford<br>Charles Saunders-   | Oct.  |
| White   | Mar.  |
| Richard C. Anderson   | May   |
| Malcolm P. McNair, Jr.  | Dec.  |
| Phil Carroll  | Aug.  |
| Nathan D. Edwards   | Jan.  |
| Jack D. Rogers  | May   |
| Edward L. Smith   | Aug.  |
|   | - 3.  |
| W. H. Kuehn   | April   |
| Billy E. Goetz  | Oct.  |
| H. E. Lunken  | Mar.  |
| Theodore N. Beckman and Robert D.   |   |
| Buzzell   | Nov.  |
| H. E. Lunken  | June  |
| Robert R. Blake   | July  |
| Morris Budin  | June  |
| E. F. Pierson   | Sept.   |
| Edward C. Schleh  | Dec.  |
|   |   |
| John J. Hader   |   |
| John J. Hader   | Oct.  |
|   | Oct.  |
| Harry H. Fite<br>R. Frank Weber   | Oct.  |
|   | Oct.  |
| Harry H. Fite<br>R. Frank Weber<br>S. Reed Calhoun and  | Oct.<br>Oct.<br>June  |
| Harry H. Fite<br>R. Frank Weber<br>S. Reed Calhoun and<br>Paul E. Green<br>Louis Davis  | Oct. Oct. June April Sept.  |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and  | Oct. Oct. June April Sept.  |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and  | Oct. Oct. June April Sept.  |
| Harry H. Fite<br>R. Frank Weber<br>S. Reed Calhoun and<br>Paul E. Green<br>Louis Davis  | Oct. Oct. June April Sept.  |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman   | Oct. Oct. June April Sept.  |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman   | Oct. June April Sept. July Nov.   |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman   | Oct. Oct. June April Sept. July Nov. Mar. Mar.                                    |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman   | Oct. June April Sept. July Nov. Mar.  |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green  Louis Davis  Clifford C. James and B. J. Mandel M. S. Lachman  Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan  | Oct. Oct. June April Sept. July Nov. Mar. Mar. Nov. Nov.                          |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman   | Oct. June April Sept. July Nov. Mar. Mar. Nov.                                    |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green  Louis Davis  Clifford C. James and B. J. Mandel M. S. Lachman  Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan  J. H. Gorsuch Othel D. Westfall                           | Oct. Oct. June April Sept. July Nov. Mar. Nov. Nov. June Jan.                     |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan J. H. Gorsuch Othel D. Westfall Harold F. Smiddy Phil Carroll | Oct. Oct. June April Sept. July Nov. Mar. Nov. Nov. June Jan. Mar.                |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan J. H. Gorsuch Othel D. Westfall Harold F. Smiddy Phil Carroll | Oct.  Oct. June April Sept.  July Nov. Mar. Nov. Nov. June Jan.  Mar. Feb.        |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan J. H. Gorsuch Othel D. Westfall Harold F. Smiddy Phil Carroll | Oct. Oct. June April Sept. July Nov. Mar. Nov. Nov. June Jan. Mar. Feb. Apr. Aug. |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green  Louis Davis  Clifford C. James and B. J. Mandel M. S. Lachman  Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan  J. H. Gorsuch Othel D. Westfall  Harold F. Smiddy         | Oct. Oct. June April Sept. July Nov. Mar. Nov. Nov. June Jan. Mar. Feb. Apr.      |

Herbert V. W. Scott Peter E. Dutcher

|   | Aut   | hors  |       |
|---|-------|---|-------|
| Anderson, Richard COrganization Of The Planning Process | May   | Bruce, Clifton                              | Feb.  |
| Beckman, Theodore                                       |       | Function                                    | June  |
| Bennett, GeorgeProductivity: Facts And Fiction          | Nov.  | Calhoun S. Reed                             |       |
| & Buzzell, Robert D Labor—Tool Or Weapon?               | Sept. | & Green, Paul ESimulation: Versatile Aid To |       |
| Bibby, Dause LAcquiring The Tools Of General            |       | Decision-Making                             | April |
| Management  | Oct.  | Carey, H. HMemo To Top Executives: Don't    |       |
| Bjornson, C. B  | Mar.  | Depend On Dave Beck And Hoffa               | Aug.  |
| Blake, Robert RRe-Examination Of Performance            |       | Carroll, PhilWe Should Extend Incentives    | Feb.  |
| Appraisal   | July  | Are You Advancing?                          | July  |
| Bradford, Leland P New Look At Management               | ,     | Overpaid And Incompetent                    | Aug.  |
| Development   | Oct.  | Make Your Opportunities                     | Sept. |
| Bricker, Jr., George W The Individual's Program For     |       | Cooke, Morris LThe Engineer As Citizen      | Sept. |
| Self-Development  | Sept. | Corrigan, John DThe Total Marketing Concept | Nov.  |

JANUAR

Cozzens

Currie,

Curry,

Davis,

Diller, Druehl, Drury, Dutche Edward Filley, Fite, H

Flint, F Gardin Gilbret Goetz,

Gorsuc Hader,

Hess, James, & M Johnso Kenyor Kriege Kuehn,

Lachme Lillis,

Lovela Lundy, Lunken

T S. 5-day i

confer stresse more enviro consit

(1 gt

st

st (2 tu

pr (3 tie La tie

Reg is \$20 inform Kenne Adeli

June

July

# ADVANCED MANAGEMENT INDEX

#### January-December 1958

(Reprints are available to those who wish to insert this index in the front of a bound volume of 1958 issues.)

## Titles

| Acquiring The Tools of General          |           |
|---|-----------|
| Management                              | Dause L.  |
| Advertising And The Market Concept      | Robert E  |
| American Business Is Not Efficient      | Cifton B  |
| The Application Of Managerial Con-      | Omon b    |
| trols In Selected Business Firms        | D         |
|   | Raymond   |
| Are You Advancing?                      | Phil Car  |
| Basic Standards—Management's Tool       | R. V. Fli |
| Case Study Of A Work Simplification     |           |
| Team                                    | Robert (  |
| The Challenge Facing Management         | Don G.    |
| The Changing Philosophy of Manage-      |           |
| ment                                    | Erwin H.  |
| Chapter Management—1958-1959            | H. E. Lui |
|   |           |
| Committees, Committees!                 | H. E. Li  |
| Communication Practices Of Super-       |           |
| visors In A Mid-Western Corporation     | D. T. Pie |
| Communications                          | H. E. Lu  |
| Critical Elements Of Executive Leader-  |           |
| ship And Development                    | Dr. Joses |
| Down With Brainstorming!                | Henry Th  |
| The Effect Of Automation On The         | riomy ii  |
| Breakeven Point                         | 1         |
|   | James L   |
| The Ends Of Organization: A Reply       | Waino V   |
| The Engineer As Citizen                 | Morris L  |
| Experience Isn't Enough                 | William   |
| Facilities For A Large Computer In-     |           |
| stallation                              | Robert 8  |
| The Foreman And Productivity            | Clem Zi   |
| The Gilbreths Principles—Ideals Of      | 0.0 2     |
| Our Profession                          | laka I    |
| Completion On Tools of And              | John L.   |
| Group Influence On Technological And    |           |
| Organizational Change                   | John D.   |
| Have You A Depression Psychosis?        | E. R. Ru  |
| Horse Sense                             | N. Richo  |
| The Impact Of Nuclear Development       |           |
| In Industry                             | Dr. Lauc  |
| The Individual's Program For Self-      |           |
| Development                             | Geo. W.   |
| The Integrity Of Frederick Winslow      | Geo. W    |
|   | 011       |
| Taylor                                  | Col. Lyn  |
| Is Military Organization Really Better? | Waino V   |
| Is Your Problem Overproduction-         |           |
| Or Underproduction of Markets           | James 6   |
| A Job Review Plan For A Research        |           |
| And Development Business                | Simon J   |
|   | Willia    |
| Labor Mediation—Tool or Weapon?         | George    |
|   |           |
| Let's Have A Brainstorm                 | Bradford  |

| A Job Review Plan For A Research<br>And Development Business  |
|---|
| Labor Mediation—Tool or Weapon?<br>Let's Have A Brainstorm<br>Line-Staff Revisited<br>Make Your Opportunities |
| Management And Success  |
| Management Applies To All Areas Of<br>Activity  |
| The Management Speciaist And The<br>Law   |
| Managerial Decision-Making  |
| Managerial Job Performance Stand-<br>ards   |
| Memo To Top Executives: Don't De-<br>pend On Dave Beck And Hoffa  |
| Mergers And Acquisitions—The Per-<br>sonnel Department's Responsibility<br>For Analysis And Action            |
|   |

|   | Tit   |
|---|---|
| Dause L. Bibby<br>Robert E. Kenyon, Jr.<br>Cifton Bruce   | Oct.<br>Aug.<br>Feb.                          |
| Raymond J. Ziegler<br>Phil Carroll<br>R. V. Flint   | Aug.<br>July<br>Sept.                         |
| Robert G. Murdick<br>Don G. Mitchell  | Feb.<br>Dec.                                  |
| Erwin H. Schell<br>H. E. Lunken<br>H. E. Lunken   | Dec.<br>May<br>Feb.                           |
| D. T. Piersol<br>H. E. Lunken   | Feb.<br>April                                 |
| Dr. Joseph L. Krieger<br>Henry Theodore Rowe  | June<br>July                                  |
| James L. Lundy<br>Waino W. Suojanen<br>Morris L. Cooke<br>William Oncken, Jr.   | Aug.<br>July<br>Sept.<br>Feb.                 |
| Robert B. Curry<br>Clem Zinck   | Jan.<br>Jan.                                  |
| John L. Schwab  | June  |
| John D. Stanley<br>E. R. Ruark<br>N. Richard Diller   | Feb.<br>Mar.<br>Oct.                          |
| Dr. Lauchlin M. Currie  | Aug.  |
| Geo. W. Bricker, Jr.  | Sept.   |
| Col. Lyndall F. Urwick<br>Waino W. Suojanen   | Mar.<br>Sept.                                 |
| James G. Drury  | April   |
| Simon J. Rasch and<br>William N. Mendell<br>George Bennett<br>Bradford C. Loveland<br>J. Rich Johnson<br>Phil Carroll<br>Robert G. Hess | Feb.<br>Sept.<br>July<br>May<br>Sept.<br>Oct. |
| Dr. Lillian M. Gilbreth   | Oct.  |
| Willard C. Unkenholz<br>Harold F. Smiddy  | Oct.<br>Nov.                                  |
| H. E. Lunken  | Jan.  |
| H. H. Carey   | Aug.  |
| Gavin A. Pitt   | Oct.  |
|   | Δ.,   |

| es  |
|---|
| Motivation—What Makes Sammy Run? My Management Philosophy A New Approach To Training In Leadership Skills A New Look At Management Develop- ment Organization                                       |
| Organization Of The Planning Process Organization Planning For Profit And Growth Overpaid And Incompetent Performance Analysis  |
| Perplexities In Economic Analysis For<br>Equipment Decisions<br>Personality And Job Satisfaction<br>The Pitfalls In Managing A Small<br>Business  |
| Planning And Controlling Routine<br>Clerical Costs<br>Planning—Key To The Future<br>Productivity: Facts And Fiction   |
| R & D And The Future Re-examination Of Performance Appraisal Reports: A Problem In The Control  |
| Function The Responsibilities of Management— Your Challenge The 'Results' Approach To Profitable  |
| Management Role Perception In Management Train- ing And Creativity Role Of A Management Engineering Staff At The Corporate Level S.A.M And Materials Handling Simulation: Versatile Aid To Decision |
| Some Reasons For Belonging To A<br>Management Society<br>A Statistical Training Program For<br>Management   |
| The Supervisor Hasn't Had A Chance<br>Taylor's Message For Today's Man-<br>agers<br>3 or ?<br>Titles  |
| The Total Marketing Concept The Training Man And Tomorrow's Management Use Of Rate Of Return On Investment Wallace Clark's Contributions To International Management                                |
| We Should Extend Incentives What Is Human Relations? What Is S.A.M Against? What Makes People Cooperative When The Brass Loses Its Glitter Where To Find It—What To Do                              |
| About It<br>Work Load Incentives  |

| James C. Lillis<br>Glenn Gardiner   | July<br>Nov.  |
|---|---|
| Homer E. Lunken   | July  |
| Leland P. Bradford<br>Charles Saunders-   | Oct.  |
| White   | Mar.  |
| Richard C. Anderson   | May   |
| Malcolm P. McNair, Jr.  | Dec.  |
| Phil Carroll  | Aug.  |
| Nathan D. Edwards   | Jan.  |
| Jack D. Rogers  | May   |
| Edward L. Smith   | Aug.  |
|   | - 3.  |
| W. H. Kuehn   | April   |
| Billy E. Goetz  | Oct.  |
| H. E. Lunken  | Mar.  |
| Theodore N. Beckman and Robert D.   |   |
| Buzzell   | Nov.  |
| H. E. Lunken  | June  |
| Robert R. Blake   | July  |
| Morris Budin  | June  |
| E. F. Pierson   | Sept.   |
| Edward C. Schleh  | Dec.  |
|   |   |
| John J. Hader   |   |
| John J. Hader   | Oct.  |
|   | Oct.  |
| Harry H. Fite<br>R. Frank Weber   | Oct.  |
|   | Oct.  |
| Harry H. Fite<br>R. Frank Weber<br>S. Reed Calhoun and  | Oct.<br>Oct.<br>June  |
| Harry H. Fite<br>R. Frank Weber<br>S. Reed Calhoun and<br>Paul E. Green<br>Louis Davis  | Oct. Oct. June April Sept.  |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and  | Oct. Oct. June April Sept.  |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and  | Oct. Oct. June April Sept.  |
| Harry H. Fite<br>R. Frank Weber<br>S. Reed Calhoun and<br>Paul E. Green<br>Louis Davis  | Oct. Oct. June April Sept.  |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman   | Oct. Oct. June April Sept.  |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman   | Oct. June April Sept. July Nov.   |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman   | Oct. June April Sept. July Nov. Mar. Mar.   |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman   | Oct. June April Sept. July Nov. Mar.  |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green  Louis Davis  Clifford C. James and B. J. Mandel M. S. Lachman  Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan  | Oct. Oct. June April Sept. July Nov. Mar. Mar. Nov. Nov.                          |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman   | Oct. June April Sept. July Nov. Mar. Mar. Nov.                                    |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green  Louis Davis  Clifford C. James and B. J. Mandel M. S. Lachman  Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan  J. H. Gorsuch Othel D. Westfall                           | Oct. Oct. June April Sept. July Nov. Mar. Nov. Nov. June Jan.                     |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan J. H. Gorsuch Othel D. Westfall Harold F. Smiddy Phil Carroll | Oct. Oct. June April Sept. July Nov. Mar. Nov. Nov. June Jan. Mar.                |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan J. H. Gorsuch Othel D. Westfall Harold F. Smiddy Phil Carroll | Oct.  Oct. June April Sept.  July Nov. Mar. Nov. Nov. June Jan.  Mar. Feb.        |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green Louis Davis Clifford C. James and B. J. Mandel M. S. Lachman Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan J. H. Gorsuch Othel D. Westfall Harold F. Smiddy Phil Carroll | Oct. Oct. June April Sept. July Nov. Mar. Nov. Nov. June Jan. Mar. Feb. Apr. Aug. |
| Harry H. Fite R. Frank Weber S. Reed Calhoun and Paul E. Green  Louis Davis  Clifford C. James and B. J. Mandel M. S. Lachman  Dr. Ir M. G. Ydo Billy E. Goetz H. A. Cozzens, Jr. John D. Corrigan  J. H. Gorsuch Othel D. Westfall  Harold F. Smiddy         | Oct. Oct. June April Sept. July Nov. Mar. Nov. Nov. June Jan. Mar. Feb. Apr.      |

Herbert V. W. Scott Peter E. Dutcher

|   | Aut   | hors  |       |
|---|-------|---|-------|
| Anderson, Richard COrganization Of The Planning Process | May   | Bruce, Clifton                              | Feb.  |
| Beckman, Theodore                                       |       | Function                                    | June  |
| Bennett, GeorgeProductivity: Facts And Fiction          | Nov.  | Calhoun S. Reed                             |       |
| & Buzzell, Robert D Labor—Tool Or Weapon?               | Sept. | & Green, Paul ESimulation: Versatile Aid To |       |
| Bibby, Dause LAcquiring The Tools Of General            |       | Decision-Making                             | April |
| Management  | Oct.  | Carey, H. HMemo To Top Executives: Don't    |       |
| Bjornson, C. B  | Mar.  | Depend On Dave Beck And Hoffa               | Aug.  |
| Blake, Robert RRe-Examination Of Performance            |       | Carroll, PhilWe Should Extend Incentives    | Feb.  |
| Appraisal   | July  | Are You Advancing?                          | July  |
| Bradford, Leland P New Look At Management               | ,     | Overpaid And Incompetent                    | Aug.  |
| Development   | Oct.  | Make Your Opportunities                     | Sept. |
| Bricker, Jr., George W The Individual's Program For     |       | Cooke, Morris LThe Engineer As Citizen      | Sept. |
| Self-Development  | Sept. | Corrigan, John DThe Total Marketing Concept | Nov.  |

| JANUARY, 1959          |  |              |
|------------------------|--|--------------|
| Cozzens, Jr., H. A.    | Titles   | Nov.         |
| Currie, Dr. Lauchlin M | The Impact Of Nuclear Development                    |              |
|                        | la Industry  | Aug.         |
| Curry, Robert B        | Facilities For A Large Computer                      |              |
|                        | Installation   | Jan.         |
| Davis, Louis           | Some Reasons For Belonging To A                      |              |
|                        | Management Society                                   | Sept.        |
| Diller, N. Richard     | Horse Sense  | Oct.         |
| Druehl, Hugo W         | What Is S.A.M Against?                               | Aug.         |
| Drury, James G.        | Is Your Problem Overproduction-Or                    |              |
| Dutcher, Peter E.      | Underproduction Of Markets?                          | Apr.         |
| Edwards, Nathan D.     | Postormana Analysis                                  | July<br>Jan. |
|                        | What Is Human Relations?                             | Apr.         |
| Fite Harry H           | Role Of A Management Engineering                     | Apr.         |
|                        | Staff At The Corporate Level                         | Oct.         |
| Flint. R. V.           | Basic Standards—Management's Tool                    | Sept.        |
| Gardiner, Glenn        | My Management Philosophy                             | Nov.         |
|                        | Management Applies To All Areas Of                   |              |
|                        | Activity   | Oct.         |
| Goetz, Billy E         | 3 or ?   | Mar.         |
|                        | Planning And Controlling Routine                     |              |
|                        | Clerical Costs                                       | Oct.         |
| Gorsuch, J. H.         | The Training Man And Tomorrow's                      |              |
| 0.1. 1.1. 1            | ManagementRole Perception In Management              | June         |
|                        |  | 0 .          |
|                        | Training And CreativityManagement And Success        | Oct.         |
| lames Clifford C       | Management And Success                               | Oct.         |
| & Mandel B J           | A Statistical Training Program For Management        | July         |
| Johnson, J. Rich       | Line-Staff Revisited                                 | May          |
|                        | Advertising And The Market Concept                   | Aug.         |
|                        | Critical Elements Of Executive Leader                |              |
|                        | ship And Development                                 | June         |
| Kuehn, W. H.           | ship And DevelopmentThe Pitfalls In Managing A Small |              |
|                        | Business   | Apr.         |
| Lachman, M. S.         | The Supervisor Hasn't Had a Chance                   | Nov.         |
| Lillis, James C.       | Motivation—What Makes Sammy                          |              |
|                        | Run?   | July         |
|                        | Let's Have A Brainstorm                              | July         |
| Lundy, James L         | The Effect Of Automation On The<br>Breakeven Point   | A            |
| Lunkan H E             | Managerial Job Performance                           | Aug.         |
| Lunan, II. E           | Standards  | Jan.         |
|                        | Committees, Committees, Committees                   |              |
|                        | Planning—Key To The Future                           | Mar.         |
|                        |  |              |

of

ct.

ye

ig.

ne

pt. ec.

pril

pt.

lov.

far.

far.

lov.

lov.

lan.

Aar. Feb.

Apr. Aug.

Mar.

une

Feb.

June

April

Aua

Feb.

July

Aug.

Sept.

Nov.

|   | Chapter Management—1958-1959   | May     |
|---|--|---------|
|   | R & D And The Future A New Approach To Training In   | June    |
| Audiah Bahad C                              | Leadership Skills Case Study Of A Work Simplification  | July    |
| Murdick, Robert G                           | Team   | Feb.    |
| Oncken, Jr. William<br>Piersol, D. T        | Experience Isn't Enough Communication Practices Of Super-<br>visors In A Mid-Western Corpora-        | Feb.    |
| Pierson, E. F                               | tion<br>The Responsibilities Of Management   |         |
|   | —Your Challenge  | Sept.   |
|   | "Mergers And Acquisitions—<br>The Personnel Department's Respon-<br>sibility For Analysis And Action | Oct.    |
| Rasch, Simon J.<br>& Mendell, William N     | A Job Review Plan For A Research<br>And Development Business   | Feb.    |
|   | Perplexities In Economic Analysis For<br>Equipment Decisions   | May     |
|   | Down With Brainstorming!   | July    |
|   | Have You A Depression Psychosis?   | Mar.    |
| Saunders-White, Charles                     | -Organization  | March   |
|   | The Gilbreths Principles—Ideals Of   |         |
|   | Our Profession   | June    |
| Schwarzbek, Dr. W. C<br>Scott, Herbert V. W | What Makes People Cooperative<br>Where To Find It—What To Do   | May     |
| Smiddle Manald E                            | About It<br>Wallace Clark's Contributions To   | June    |
| Smiday, Flaroid F                           |  | March   |
|   | Managerial Decision-Making   | Nov.    |
| Smith Edward I                              | Personality And Job Satisfaction   | Aug.    |
|   | Group Influence On Technological   | . 1091  |
|   | And Organizational Change  | Feb.    |
|   | The Ends Of Organization: A Reply<br>Is Military Organization Really                                 | July    |
|   | Better?  | Sept.   |
| Unkenholz, Willard C                        | The Management Specialist And The  | e Oct.  |
| Urwick Col Lyndall E                        | The Integrity Of Frederick Winslow   | 001.    |
| ormica, con Lyndan II.                      | Taylor   | March   |
| Weber, R. Frank                             | S.A.M And Materials Handling   | June    |
| Westfall, Othel D                           | Use Of Rate Of Return On Investmer<br>Taylor's Message For Today's                                   | it Jan. |
| 1 do, Dr. II M. G                           | Managers   | March   |
| Ziegler, Raymond J                          | The Application Of Managerial Cor  |         |
| g   | trols In Selected Business Firms   | Aug.    |

# S.A.M-N.T.L Workshop In Leadership Development

Communications

Apr.

T HE S.A.M San Francisco Chapter will host the third in a series S.A.M—N.T.L Workshops In Leadership Development in a

5-day meeting January 25-30, in Palo Alto, California.

Workshops, previously held in Cincinnati, Ohio, and Asheville, N.C., differs considerably from the usual management development conference. It uses the "laboratory method of training" which stresses the technique of giving participants a chance to learn more about themselves and to practice leadership skills in an environment which simulates on-the-job conditions. The Workshop consits of three main parts:

(1) A leadership Laboratory where groups of 15 under the guidance of a staff trainer study various behavior problems within the group for the purpose of increasing their understanding of group relations, improving skills of leadership, developing greater insight, and acquiring a better understanding of the behavior of others.

(2) Skill practice groups, where individuals have an opportunity to work on job cases and to analyze human relations problems through demonstrations.

(3) Information sessions, where the staff, through informational lectures, explain some of the things happening in the Laboratory group sessions and also bring up-to-date information on findings in the field of social science research.

Registration fee, including tuition and all Workshop materials, is \$200; room and meals are extra. To register, or to obtain more information, write to the San Francisco Chapter's President: Kenneth D. McCloskey, East Bay Municipal Utility District, 2130 Adeline Street, Oakland 22, California.

## Meet Your 1958-59 National Officers

Zinck, Clem ......The Foreman And Productivity

VI — FRED E. HARRELL

Treasurer



Jan

M R. Harrell has been General Manager of the Curtiss-Wright Corporation's Marquette Division since February 1955. From 1945-54 he was Vice President of the Reliance Electrical and Engineering Company, a company that he joined in 1924 as Sales Engineer, then progressed through Assistant Chief Engineer and Chief Engineer before becoming a Vice President. Mr. Harrell is a member of the S.A.M Cleveland Chapter, and has served five years as a member of its Board of Directors. He also served for two years as National Director, and is currently National Treasurer of the Society. He has also served as Vice President for the S.A.M Central Region.